



Linda L. Torrey

Key Account Manager
8405 J. Benjamin Road
Tampa, Florida 33634
Phone: 813 - 885-5607
FAX: 813 - 884-0392
Voice Mail:
1-800-757-8255 40046#

October 17, 1997

Mr. Mike DeFabio
Herkimer Wholesale
1307 Champlin Avenue
Utica, New York 13504

Dear Mike:

Due to errors in shipping from Winston-Salem, the Winston brand quantities were not shipped in equal amounts. Until quantities are not equal, please pack 1 carton each style of the following:

Winston King
Winston 100
Winston Light King
Winston Light 100

After quantities are not equal, please pack 4 cartons of assorted Winston brands.

Since there were only sufficient product to ship 240 displays for the first two promotions, please ship all displays to the Fays warehouse in Liverpool and not ship the stores in Vermont and New Hampshire. All future shipments will have sufficient product and displays for all stores.

When the amounts are not equal, please pack 4 cartons assorted Winston brands in the remaining displays.

The correct brand schedule should be:

Week of Delivery to Eckers	Promotion
10/20/97	Winston .30 off a pack off invoice
10/20/97	Doral .30 off a pack off invoice
11/3/97	Doral .30 off a pack off invoice
11/3/97	Salem .30 off a pack (regular price)
12/1/97	Winston .30 off a pack off invoice

51845 8061

12/1/97

Salem .30 off a pack (regular price)

Please call me at 813 - 885-5607 if there are any questions.

Sincerely,

Linda

Linda L. Forrey

cc: Gary Jones - Eckerd Drugs
Lori MacWilliams
Dave Keeney
Sharon Schwalm
Judy Campbell

51845 8062